



CERTIFICATE OF NEED APPLICATION

Kimmswick Senior Villa

new 180-Bed Assisted Living Facility

Project #5485 RS

submitted to

Missouri Health Facilities Review Committee



Certificate of Need Program

NEW OR ADDITIONAL LONG TERM CARE BED APPLICATION*

Applicant's Completeness Checklist and Table of Contents

Project Name: Kimmswick Senior Villas

Project No: 5485 RS

Project Description: new 180-bed assisted living facility

Done Page N/A Description

Divider I. Application Summary:

- ☒ 6 ☐ 1. Applicant Identification and Certification (Form MO 580-1861).
- ☒ 7-10 ☐ 2. Representative Registration (Form MO 580-1869).
- ☒ 11-14 ☐ 3. Proposed Project Budget (Form MO 580-1863) and detail sheet with documentation of costs.

Divider II. Proposal Description:

- ☒ 20-22 ☐ 1. Provide a complete detailed project description.
- ☒ 23 ☐ 2. Provide a timeline of events for the project, from the issuance of the CON through project completion.
- ☒ 24 ☐ 3. Provide a legible city or county map showing the exact location of the proposed facility.
- ☒ 25 ☐ 4. Provide a site plan for proposed project.
- ☒ 26 ☐ 5. Provide preliminary schematic drawings for the proposed project.
- ☒ 27 ☐ 6. Provide evidence that architectural plans have been submitted to the Department of Health and Senior Services.
- ☒ 16 ☐ 7. Provide the proposed gross square footage.
- ☒ 28-32 ☐ 8. Document ownership of the project site, or provide an option to purchase.
- ☒ 33-34 ☐ 9. Define the community to be served.
- ☒ 35-36 ☐ 10. Provide 2020 population projections for the 15-mile radius service area.
- ☒ 17 ☐ 11. Identify specific community problems or unmet needs the proposal would address.
- ☒ 17 ☐ 12. Provide historical utilization for each of the past three (3) years and utilization projections through the first three (3) full years of operation of the new LTC beds.
- ☒ 18 ☐ 13. Provide the methods and assumptions used to project utilization.
- ☒ 18 ☐ 14. Document that consumer needs and preferences have been included in planning this project and describe how consumers had an opportunity to provide input.
- ☒ 37-41 ☐ 15. Provide copies of any petitions, letters of support or opposition received.

Divider III. Service Specific Criteria and Standards:

- ☐ -- ☒ 1. For ICF/SNF beds, address the population-based bed need methodology of fifty-three (53) beds per one thousand (1,000) population age sixty-five (65) and older.
- ☒ 43 ☐ 2. For RCF/ALF beds, address the population-based bed need methodology of twenty-five (25) beds per one thousand (1,000) population age sixty-five (65) and older.
- ☐ -- ☒ 3. For LTCH beds, address the population-based bed need methodology of one-tenth (0.1) bed per one thousand (1,000) population.
- ☐ -- ☒ 4. Document any alternate need methodology used to determine the need for additional beds such as Alzheimer's, mental health or other specialty beds.
- ☐ -- ☒ 5. For any proposed facility which is designed and operated exclusively for person with acquired human immunodeficiency syndrome (AIDS) provide information to justify the need for the type of beds being proposed.
- ☐ -- ☒ 6. If the project is to add beds to an existing facility, has the facility received a Notice of Noncompliance within the last 18 months as a result of a survey, inspection or complaint investigation? If the answer is yes, explain.

Divider IV. Financial Feasibility Review Criteria and Standards:

- ☒ 48 ☐ 1. Document that the proposed costs per square foot are reasonable when compared to the latest "RS Means Construction Cost data".
- ☒ 52 ☐ 2. Document that sufficient financing is available by providing a letter from a financial institution or an auditors statement indicating that sufficient funds are available.
- ☒ 53 ☐ 3. Provide Service-Specific Revenues and Expenses (Form MO 580-1865) for the latest three (3) years, and projected through three (3) full years beyond project completion.
- ☒ 49 ☐ 4. Document how patient charges are derived.
- ☒ 49 ☐ 5. Document responsiveness to the needs of the medically indigent.
- ☐ -- ☒ 6. For a proposed new skilled nursing or intermediate care facility, what percent of your admissions would be Medicaid eligible on the first day of admission or become Medicaid eligible within 90 days of admission?
- ☐ -- ☒ 7. For an existing skilled nursing or intermediate care facility proposing to add beds, what percent of your admissions is Medicaid eligible on the first day of admission or becomes Medicaid eligible within 90 days of admission?

**Use for RCF/ALF, ICF/SNF and LTCH beds*

DIVIDER I: Application Summary

Application Summary shall include the completed forms in the following order:

1. Applicant Identification and Certification (Form MO 580-1861)

*(see **Attachment 2**, preceded by amended Letter of Intent, see **Attachment 1**)*

2. Representative Registration (Form MO 580-1869)

*(see **Attachments 3a thru 3d**)*

3. Proposed Project Budget (Form MO 580-1863) and detail sheet

*(see **Attachments 4a thru 4d**)*

DIVIDER I: Attachments



Certificate of Need Program
LETTER OF INTENT

Attachment 1

1. Project Information <small>(Attach additional pages as necessary to identify multiple project sites.)</small>		
Title of Proposed Project Kimmswick Senior Villas new 180-bed assisted living facility		County Jefferson
Project Address <small>(Street/City/State/Zip Code or Plat map if no address)</small> 6225 W Outer Rd, Imperial, MO 63052		
2. Applicant Identification <small>(Attach additional pages as necessary to list all owners and operators.)</small>		
List All Owner(s): <small>(List corporate entity.)</small>	Address <small>(Street/City/State/Zip Code)</small>	Telephone Number
NCCR, LLC	13597 State Road TT, Festus, Missouri 63028	314-402-1284
List All Operator(s): <small>(List entity to be licensed or certified.)</small>	Address <small>(Street/City/State/Zip Code)</small>	Telephone Number
Kimmswick Senior Villas, LLC	13597 State Road TT, Festus, Missouri 63028	314-402-1284
3. Type of Review	4. Project Description <small>(Information should be brief but sufficient to understand scope of project.)</small>	
Full Review: <input type="checkbox"/> New Hospital <input checked="" type="checkbox"/> New/Add LTC Beds* <input type="checkbox"/> New/Add LTCH Beds/ Eqpt. <input type="checkbox"/> New/ <input type="checkbox"/> Additional Equipment <input type="checkbox"/> Replacement Equipment not previously approved Expedited Review: <input type="checkbox"/> 6-mile RCF/ALF Replacement <input type="checkbox"/> 15-mile LTC Replacement <input type="checkbox"/> 30-mile LTC Replacement <input type="checkbox"/> LTC Bed Expansion <input type="checkbox"/> LTC Renov./Modernization <input type="checkbox"/> Equipment Replacement previously approved Non-Applicability Review: <input type="checkbox"/> (See 7. Applicability next page)	<p><small>Include the number of long-term care beds to be added or replaced, square footage of new construction and/or renovation, services affected, and major medical equipment to be acquired or replaced. If requesting a non-applicability letter, also complete the next page of this form.</small></p> <p>Proposal to construct a 180-bed assisted living facility (ALF) to include 120 beds general use ALF and 60 Memory Care ALF beds in Imperial. This structure will include a total of 140,000 square foot.</p> <p>There is an unmet need for 368 RCF/ALF beds in the 15-mile radius surrounding this location (see attached documentation).</p> <p><small>*If new or additional long-term care beds, provide the average occupancy of all licensed and available beds in the appropriate category within the fifteen-mile radius, check one of the following, and attach applicable documentation or explanation. <input checked="" type="checkbox"/> Bed need standard is met. <small>(Attach documentation.)</small> -OR- <input type="checkbox"/> Special exceptions apply. <small>(Attach explanation.)</small></small></p>	
Key: LTC = Long-Term Care; LTCH = Long-Term Care Hospital; RCF/ALF = Residential Care Facility/Assisted Living Facility		
5. Estimated Project Cost: \$ 18,000,000		
6. Authorized Contact Person Identification <small>(List only one person, regardless of number of owners/operators.)</small>		
Name of Contact Person Thomas R. Piper		Title CEO, MacQuest Consulting, LLC
Contact Person Address <small>(Company/Street/City/State/Zip Code)</small> 1003 Boonville Road, Jefferson City, MO 65109		
Telephone Number 573-230-5350	Fax Number n/a	E-mail Address macquest@mac.com
Signature of Contact Person 		Date of Signature 05/30/17

MO 580-1860 (10/2014)

**APPLICANT IDENTIFICATION AND CERTIFICATION**

The information provided must match the **Letter of Intent** for this project, without exception.

1. Project Location *(Attach additional pages as necessary to identify multiple project sites.)*

Title of Proposed Project Kimmswick Senior Villas new 180-bed assisted living facility	Project Number 5485 RS
Project Address (Street/City/State/Zip Code) 6225 W Outer Rd, Imperial, MO 63052	County Jefferson

2. Applicant Identification *(Information must agree with previously submitted Letter of Intent.)*

List All Owner(s): <i>(List corporate entity.)</i>	Address (Street/City/State/Zip Code)	Telephone Number
NCCR, LLC	13597 State Road TT, Festus, Missouri 63028	314-402-1284
List All Operator(s): <i>(List entity to be licensed or certified.)</i>	Address (Street/City/State/Zip Code)	Telephone Number
Kimmswick Senior Villas, LLC	13597 State Road TT, Festus, Missouri 63028	314-402-1284

3. Ownership *(Check applicable category.)*

- | | | | |
|------------------------------------------------|--------------------------------------|---------------------------------|--------------------------------------------------------------------------------|
| <input type="checkbox"/> Nonprofit Corporation | <input type="checkbox"/> Individual | <input type="checkbox"/> City | <input type="checkbox"/> District |
| <input type="checkbox"/> Partnership | <input type="checkbox"/> Corporation | <input type="checkbox"/> County | <input checked="" type="checkbox"/> Other <u>Limited Liability Corporation</u> |

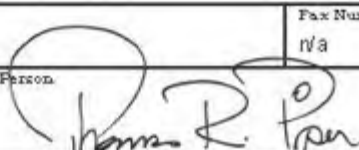
4. Certification

In submitting this project application, the applicant understands that:


- (A) The review will be made as to the community need for the proposed beds or equipment in this application;
- (B) In determining community need, the Missouri Health Facilities Review Committee (Committee) will consider all similar beds or equipment within the service area;
- (C) The issuance of a Certificate of Need (CON) by the Committee depends on conformance with its Rules and CON statute;
- (D) A CON shall be subject to forfeiture for failure to incur an expenditure on any approved project six (6) months after the date of issuance, unless obligated or extended by the Committee for an additional six (6) months;
- (E) Notification will be provided to the CON Program staff if and when the project is abandoned; and
- (F) A CON, if issued, may not be transferred, relocated, or modified except with the consent of the Committee.

We certify the information and date in this application as accurate to the best of our knowledge and belief by our representative's signature below:

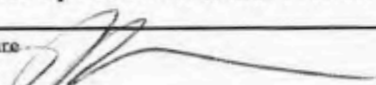
5. Authorized Contact Person *(Attach a Contact Person Correction Form if different from the Letter of Intent.)*

Name of Contact Person Thomas R. Piper	Title CEO, MacQuest Consulting, LLC
Telephone Number 573-230-5350	Fax Number n/a
Signature of Contact Person 	E-mail Address macquest@mac.com
	Date of Signature June 6, 2017

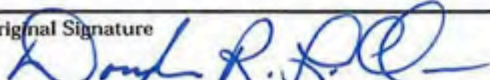
**REPRESENTATIVE REGISTRATION***(A registration form must be completed for each project represented)*

Project Name Kimmswick Senior Villas new 180-bed assisted living facility		Number 5485 RS		
<i>(Please type or print legibly)</i>				
Name of Representative Thomas R. Piper		Title CEO		
Firm/ Corporation/ Association of Representative (may be different from below, e.g., law firm, consultant, other) MacQuest Consulting, LLC		Telephone Number 573-230-5350		
Address (Street/ City/ State/ Zip Code) 1003 Boonville Road Jefferson City, MO 65109				
Who's interests are being represented? <i>(If more than one, submit a separate Representative Registration Form for each.)</i>				
Name of Individual/ Agency/ Corporation/ Organization being Represented Kimmswick Senior Villas		Telephone Number 314-402-1284		
Address (Street/ City/ State/ Zip Code) 6225 W Outer Rd, Imperial, MO 63052				
<table border="0"><tr><td style="vertical-align: top;">Check one. Do you: <input checked="" type="checkbox"/> Support <input type="checkbox"/> Oppose <input type="checkbox"/> Neutral Other information: _____ _____</td><td style="vertical-align: top;">Relationship to Project: <input type="checkbox"/> None <input type="checkbox"/> Employee <input type="checkbox"/> Legal Counsel <input checked="" type="checkbox"/> Consultant <input type="checkbox"/> Lobbyist <input type="checkbox"/> Other <i>(explain)</i>: _____</td></tr></table>			Check one. Do you: <input checked="" type="checkbox"/> Support <input type="checkbox"/> Oppose <input type="checkbox"/> Neutral Other information: _____ _____	Relationship to Project: <input type="checkbox"/> None <input type="checkbox"/> Employee <input type="checkbox"/> Legal Counsel <input checked="" type="checkbox"/> Consultant <input type="checkbox"/> Lobbyist <input type="checkbox"/> Other <i>(explain)</i> : _____
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<p>I attest that to the best of my belief and knowledge the testimony and information presented by me is truthful, represents factual information, and is in compliance with §197.326.1 RSMo which says: <i>Any person who is paid either as part of his normal employment or as a lobbyist to support or oppose any project before the health facilities review committee shall register as a lobbyist pursuant to chapter 105 RSMo, and shall also register with the staff of the health facilities review committee for every project in which such person has an interest and indicate whether such person supports or opposes the named project. The registration shall also include the names and addresses of any person, firm, corporation or association that the person registering represents in relation to the named project. Any person violating the provisions of this subsection shall be subject to the penalties specified in §105.478, RSMo.</i></p>				
Original Signature 		Date May 31, 2017		

**REPRESENTATIVE REGISTRATION***(A registration form must be completed for each project represented)*

Project Name Kimmswick Senior Villas new 180-bed assisted living facility		Number 5485 RS																				
<i>(Please type or print legibly)</i>																						
Name of Representative Nelson C. Scherrer	Title Manager																					
Firm/Corporation/Association of Representative (may be different from below, e.g., law firm, consultant, other) Kimmswick Senior Living, LLC		Telephone Number 314-402-1284																				
Address (Street/City/State/Zip Code) 13597 State Road TT, Festus, MO 63028																						
Who's interests are being represented? <i>(If more than one, submit a separate Representative Registration Form for each.)</i>																						
Name of Individual/Agency/Corporation/Organization being Represented Kimmswick Senior Villas		Telephone Number 314-402-1284																				
Address (Street/City/State/Zip Code) 6225 W Outer Rd, Imperial, MO 63052																						
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Original Signature 		Date June 1, 2017																				

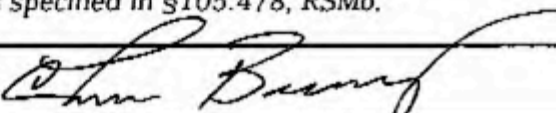
**REPRESENTATIVE REGISTRATION***(A registration form must be completed for **each** project represented)*

Project Name Kimmswick Senior Villas new 180-bed assisted living facility		Number 5485 RS																				
<i>(Please type or print legibly)</i>																						
Name of Representative Douglas R. LaClair,		Title Vice President																				
Firm/Corporation/Association of Representative (may be different from below, e.g., law firm, consultant, other) LaClair Construction Services		Telephone Number 314-397-4800																				
Address (Street/City/State/Zip Code) 9469 Dielman Rock Island, St. Louis, MO 63132																						
Who's interests are being represented? <i>(If more than one, submit a separate Representative Registration Form for each.)</i>																						
Name of Individual/Agency/Corporation/Organization being Represented Kimmswick Senior Villas		Telephone Number 314-402-1284																				
Address (Street/City/State/Zip Code) 6225 W Outer Rd, Imperial, MO 63052																						
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Other information:																						
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Original Signature 		Date June 1, 2017																				



REPRESENTATIVE REGISTRATION

(A registration form must be completed for each project represented)

Project Name Kimmswick Senior Villas new 180-bed assisted living facility		Number 5485 RS																				
(Please type or print legibly)																						
Name of Representative Charles Bussey		Title MANAGER																				
Firm/Corporation/Association of Representative (may be different from below, e.g., law firm, consultant, other) MATRIX DEVELOPMENT PARTNERS, LLC		Telephone Number 314-369-1230																				
Address (Street/City/State/Zip Code) 4200 N. UNION BLVD #148 SAINT LOUIS, MISSOURI 63115																						
Who's Interests are being represented? (If more than one, submit a separate Representative Registration Form for each.)																						
Name of Individual/Agency/Corporation/Organization being Represented Kimmswick Senior Villas		Telephone Number 314-402-1284																				
Address (Street/City/State/Zip Code) 6225 W Outer Rd, Imperial, MO 63052																						
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Original Signature 		Date June 1, 2017																				



Certificate of Need Program

Attachment 4a

PROPOSED PROJECT BUDGET**Description****Dollars****COSTS:****(Fill in every line, even if the amount is "\$0".)*

1. New Construction Costs ***	\$10,800,000
2. Renovation Costs ***	\$0
3. Subtotal Construction Costs (#1 plus #2)	\$10,800,000
4. Architectural/Engineering Fees	\$50,000
5. Other Equipment (not in construction contract)	\$2,100,000
6. Major Medical Equipment	\$0
7. Land Acquisition Costs ***	\$2,700,000
8. Consultants' Fees/Legal Fees ***	\$20,000
9. Interest During Construction (net of interest earned) ***	\$1,200,000
10. Other Costs ***	\$1,130,000
11. Subtotal Non-Construction Costs (sum of #4 through #10)	\$7,200,000
12. Total Project Development Costs (#3 plus #11)	\$18,000,000 **

FINANCING:

13. Unrestricted Funds	\$0
14. Bonds	\$0
15. Loans	\$18,000,000
16. Other Methods (specify)	\$0
17. Total Project Financing (sum of #13 through #16)	\$18,000,000 **

18. New Construction Total Square Footage	140,000
19. New Construction Costs Per Square Foot *****	\$ 77.15
20. Renovated Space Total Square Footage	0
21. Renovated Space Costs Per Square Foot *****	\$0

* Attach additional page(s) detailing how each line item was determined, including all methods and assumptions used. Provide documentation of all major costs.

** These amounts should be the same.

*** Capitalizable items to be recognized as capital expenditures after project completion.

**** Include as Other Costs the following: other costs of financing; the value of existing lands, buildings and equipment not previously used for health care services, such as a renovated house converted to residential care, determined by original cost, fair market value, or appraised value; or the fair market value of any leased equipment or building, or the cost of beds to be purchased.

***** Divide new construction costs by total new construction square footage.

***** Divide renovation costs by total renovation square footage.

Proposed Project Budget Detail Sheet

1. New Construction Costs

\$10,800,000 represents the memory care and assisted living portion of the cost of new construction with the attached project estimates prepared by Gateway East Development, LLC (see *Attachment 4*).

2. Renovation Costs

(not applicable)

4. Architectural/Engineering Fees

\$50,000 represents the cost of architectural fees allocated to new construction as provided by Eggemeyer Associates Architects (see *Attachment 4d*)

5. Other Equipment (not in construction contract)

\$2,100,000 was allocated for furniture, laundry, dining and common areas.

6. Major Medical Equipment

(not applicable)

7. Land Acquisition Costs

\$2,700,000 is the allocated portion of the cost of the land acquired for this structure (see *Attachment 7d*).

8. Consultant's Fees/Legal Fees

\$20,000 for entity organization, contracts, real estate purchase, development fee, construction management, and accounting setup.

9. Interest During Construction

\$1,200,000 has been allocated for construction interest.

10. Other Costs

\$1,130,000 has been estimated for surveys, permits, loan commitment fee, appraisal, title insurance, marketing, promotional material and advertising.

GATEWAY EAST DEVELOPMENT, LLC

**314 WEST PARKER
PINCKNEYVILLE, ILLINOIS**

June 26, 2017

HAND DELIVERED

Mr. Nelson Scherrer
Kimmswick Senior Villas
6225 W Outer Rd.
Imperial, MO 63052,

Re: Kimmswick Senior Villas Application (Project No. 5485 RS)

Dear Mr. Scherrer;

Based on our preliminary review of the approach to the development of the above project it is both our belief and that of our Joint Venture Partner LaClair Construction, General Contractors, that this project can be built for your budget of TEN MILLION EIGHT HUNDRED THOUSAND DOLLARS (\$10,800,000.00).

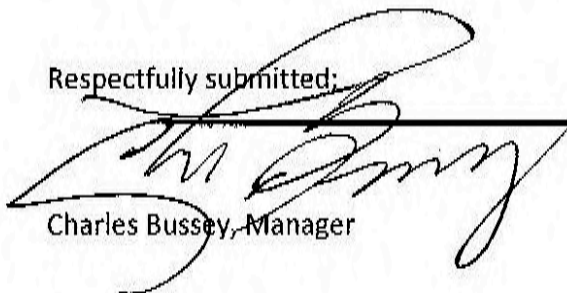
As we informed you Gateway East Development, LLC has built the following assisted living facilities;

- Greenville Hospital Assisted Living Center, Greenville , Illinois
- The Manor at Mason Woods, Assisted Living Facility, Pinckneyville, Illinois
- The Manor at Salem Woods, Salem , Illinois
- The Manor at Jerseyville Glen, Jerseyville, Illinois
- The Manor at Craig Farms, Chester, Illinois

After consultation with Architect Mark Dillon, A.I.A. and Engineer, Gene Fribis, P.E. , we do not see any reasons that we cannot achieve your budget goals . Please note this is a preliminary review but barring any critical unforeseen circumstances we believe that we can meet these numbers.

Please advise us if you have any additional questions.

Respectfully submitted;



Charles Bussey, Manager

EGGEMEYER ASSOCIATES ARCHITECTS

FIRM HISTORY

The architectural practice known today as Eggemeyer Associates Architects, Inc. (EAA) was initially established September 1, 1960 in Carbondale, Illinois as Fischer-Hermeling, Architects and Designers. On January 1, 2000, the corporate name was changed to the current Eggemeyer Associates Architects, Inc. In October of 2004, Architect Mark Dillon became a Principal and in February 2009 was named Corporate President/CEO. In January 2013 Ed Kirchner, John Beatty and Jacklyn Parten became Principals in the Firm.

EAA has been responsible for the design of more than \$525 million in building projects in Illinois, Indiana, Kentucky, Missouri and Florida during its more than 56 year existence. Projects have included both new construction and renovation/restoration work, including schools, libraries, correctional facilities, maintenance facilities, residences, nursing homes, hospitals, office buildings, laboratories, dormitories, supermarkets, stores, shopping centers, churches, jails, courthouses, multi-family housing units, financial institutions, fire and police stations, industrial plants and warehouses, restaurants and college and university buildings. Clients have included individuals, local, state, and federal governmental agencies and institutions, as well as private industrial and commercial interests.

The firm today has broad capabilities in (1) programming and design of single buildings and of complex, multi-building projects, (2) design development of building structural, architectural and environmental systems and (3) administration of construction. We have been successful in providing our services to numerous state, federal, and private agencies. We have learned that good communication, listening to the client, and providing quality design and construction documents can provide a successful outcome for any project.

Our philosophy can be summarized by our mission statement:

"Our mission is to provide our clients and the community with services that are an asset to every project by creating an environment of honesty, integrity and open communication to make every project a successful one. We will be committed to our duty to maintain the health and safety of the public and users of the environments we design. We will be diligent to maintain and build long-term relationships with our clients. We will strive to excel in our professional and personal lives, knowing that we can make a difference through our services, our designs, through architecture."



DIVIDER II: Proposal Description

DIVIDER II: Proposal Description

Proposal description shall include documents which:

1. Provide a complete detailed project description.

Proposal to construct a 180-bed Assisted Living Facility (ALF) by constructing a new single-story structure of 140,000 square foot.

Development would be done in three consecutive phases of 60 beds each.

A comprehensive description of the full array of services intended to be provided at this new facility is separately provided (see *Attachments 5a-c*).

2. Provide a timeline of events for the project, from the issuance of the CON through project completion.

(see *Attachment 5d*)

3. Provide a legible city or county map showing the exact location of the proposed facility.

(see *Attachment 5e*)

4. Provide site plan for the proposed project.

(see *Attachment 5f* <site plan>)

5. Provide preliminary schematic drawings for the proposed project.

(see *Attachment 5g* <facility schematic>)

6. Provide evidence that architectural plans have been submitted to the DHSS.

(see *Attachment 6*)

7. Provide the proposed gross square footage.

The proposed square footage of the new facility will be 140,000 square feet.

8. Document ownership of the project site, or provide an option to purchase.

Attached find a copy of the General Warranty Deed which documents the purchase of real estate by NCCR, LLC from the County of Jefferson (see *Attachments 7a-d*).

9. Define the community to be served.

The community to be served is primarily defined as the people aged 65 and over who reside within the 15-mile radius (see *Attachment 5a*) from this location who are in need of assisted living services.

10. Provide 2020 population projections for the 15-mile radius service area.

The applicant has adjusted the population data based on the applicable Rules process using the 2020 projections acquired from the Department of Health and Senior Services. The following tables and maps illustrate this information (see *Attachments 8a <DHSS 15-mile zip code and cities maps>*, *8b <DHSS 15-mile zip code populations>*, and *8c <2020 Population Projections & Bed Need>*).

11. Identify specific community problems or unmet needs the proposal would address.

When the community need methodology of 25 beds per one thousand population 65+ is applied to the 79,056 population of 65+ in the 15-mile radius, it results in a total RCF/ALF need of 1,976 beds. There are 1,217 licensed and 391 approved RCF/ALF beds in the same radius according to the CON published inventory. Thus, there is a statistical need for 368 more RCF/ALF beds in this area.

12. Provide historical utilization for each of the past three (3) years and utilization projections through the first three (3) full years of operation of the new LTC beds.

Since this is a new facility, there is projected utilization for the first three full years of operation with the addition:

<u>Year</u>	<u>Patient Days</u>
2019	52,560
2020	55,840
2021	59,130

13. Provide the methods and assumptions used to project utilization.

Utilization projections are based on the experience of the Applicant in other assisted living facilities and localized for this location..

14. Document that consumers needs and preferences have been included in planning this project and describe how consumers had an opportunity to provide input.

Consumer needs in the community will be met by this 180-bed assisted living facility addition because the care model will focus on the basic care needs of the residents. These services are currently of very limited availability in the area.

Interested persons were also notified of this application via newspaper Public Notice in the June 29, 2017, edition of the Arnold-Imperial Leader (see *Attachment 11e*).

15. Provide copies of any petitions, letters of support or opposition received.

The following letters of support (see *Attachments 9a-e*):

- Kenneth B. Waller, Jefferson County Executive
- Kirk Mooney, Station Manager, KJFF/J98 Radio
- Tim C. Davis, Vice President, Small Business Lending, Bank in Jefferson Co
- Tony Knittig, Principal, Country-Tek Homes, Inc
- Travis W. T. Grafe, Attorney, Grafe & Batchelor, PC

DIVIDER II: Attachments

DESCRIPTION OF SERVICES - Kimmswick Senior Villas

The proposed Kimmswick Senior Villas will be an assisted living facility in Jefferson County, Missouri. The Kimmswick Senior Villas will offer activities at their location for residents. These activities generally allow residents to maintain healthy lifestyles by encouraging movement and socializing with their peers.

Being able to chat with other residents becomes an important part of many peoples' lives and The Kimmswick Senior Villas will offer common spaces indoors to support that need. The benefit of living in an assisted living community is that making meals can be costly and time consuming process so The Kimmswick Senior Villas will provide meals for residents.

Staff will be available 24 hours a day, so if any emergencies occur no matter the time, there will be someone ready to help. Making sure residents with diabetes monitor their insulin levels is clearly an important task and The Kimmswick Senior Villas will help with that task. If a resident needs assistance moving from a bed to a wheelchair, this facility has staff that will help.

Assisted Living and Special Care:

Assisted Living will offer affordably priced, private apartments for seniors requiring hands on personal care services. Services within this building will meet the needs of physically frail seniors and will provide a higher level of care for those unable to make a pathway to safety. Kimmswick will be a state of the care service in the Jefferson County area and will be competitive with the private-pay nursing home market since residents can reside longer in Assisted Living on this campus than anywhere else.

The wings of this single story building will be comprised of 180 individual (one bedroom) units. Each unit will feature senior-friendly fixtures, such as walk-in showers with grab bars in the bathroom, and a warming kitchen (micro wave ovens for safety). Refrigerators will be placed atop a wall bridge cabinet to provide additional storage space and elevate the appliance to reduce the need to bend or stoop.

All units will include "smart design" features where a counter height bar opens into the living area, eliminating the need for a separate dining area. Ample knee space below the bar on both the kitchen and living area sides serves as a dining table for two or a dining area and desk from the living area for sole occupants. Counter height will allow for a resident to easily match a standard 18" to 20" chair.

The common areas will have special areas for socialization and interaction, including a theater room for movie screenings and Wii gaming, a lounge to promote socialization amongst residents that will include a pool table and poker game tables with more recreational décor, a meeting room for classes and mid-size group events, and a private dining area for family functions that will also serve as a conference room. A fitness area will focus on preventative health and wellbeing with space for physician and care offices, dressing rooms, fitness equipment for individual and

group exercise. A full-service salon with massage room and pedicure station will offer a full-service amenity for residents.

The commons areas will feature an open design, including dining room and living room, and will feature Life Stations, which attract residents and allow for resident and staff interaction. The stations will allow staff interaction with resident to observe and report the needs of each resident without the staff being overly intrusive of the resident's privacy.

Residents who need calm, soothing atmosphere can sit in the quiet sitting rooms or in the exterior passive courtyards with green space. There will also be a small salon so residents can receive one-on-one special attention in a familiar environment. The whirlpool/spa room provides ease of bathing for residents with physical disabilities and helps with circulation.

The interior courtyards will be designed and equipped with attractively designed raised planters that guide the walkways and allow for residents to interact with the plantings and green space.

Technology:

The overall facility will be designed with modern technology to support the networking needs of the more tech-savvy senior and to support the operational systems that will help deliver services more efficiently. The physical plant will have energy saving features such as blown exterior insulation, efficient appliances, and light controls.

Technology will be installed to provide both passive monitoring and active communications systems to prevent and minimize adverse events such as falls, changes in sleeping behaviors, changes in vital signs, and potential for illness detection. Such investment in proactive monitoring will equip all residents and their loved ones to be as proactive as they choose to be about monitoring their care.

Lifestyle:

The Kimmswick onsite services and amenities, including an all-day dining/ snack program, will address the convenience and eating satisfaction of residents each and every day. Onsite staff's attentive and professional demeanor and attention to detail will ensure residents feel important and cared for. A varied and engaging program, a sense of community and excitement will be prevalent. A concentration on resident fitness and well-being will be promoted to maintain a feeling of independence and security.

Labor:

Approximately 30 new jobs will be created at an average hourly pay rate of \$15.00, including highly skilled and licensed staff at stabilization. The majority of the positions will be full-time with a competitive benefits including, health coverage and life insurance benefits. Females and minorities comprise the largest percentage of the senior living job force. While there may be some minimal need to hire outside the area for the licensed Administrator, it is expected that all newly created jobs will benefit the region's employment.

Operations:

Kimmswick Senior Villas will select professional and experienced management company to operate the day to day operations, which will provide above-market occupancy rates through its personalized and marketing initiatives, 24-hour onsite service and emergency maintenance and a high level of involvement in every aspect of operations. Kimmswick will seek a management company experienced the operations of assisted living facilities with the goal of

Managing to consistently keep the facility fully occupied and implementing an exceptional services program, such as all-day dining programs, constantly evolving and expanding event programming, classes on site and speakers program and dignified, respectful care giving that set the bar for senior living communities. Every aspect of its involvement in the operation should address a commitment to residents and their families, as well property owners and investors to the highest quality of lifestyle.

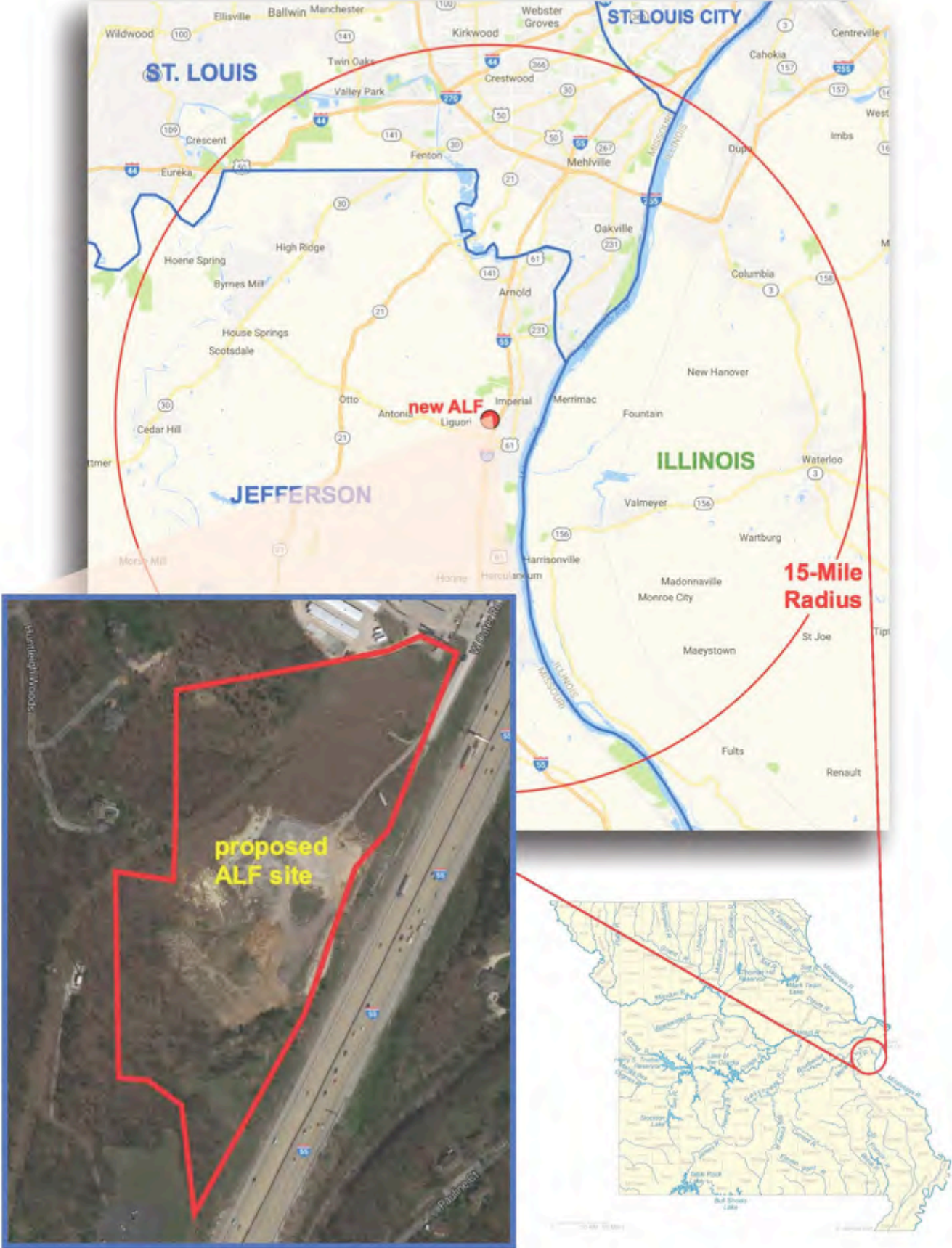
Management's offices are located at the front of the lobby so their presence is immediately known by visitors, a visual reminder of the commitment of every team member to openness and accountability.

KIMMSWICK SENIOR LIVING – TIMELINE

<u>EVENT DESCRIPTION</u>	<u>COMPLETION</u>
Date of Approval of Certificate of Need	Sep 11, 2017
Detailed Construction Plans and Physical Design, Permits, Entitlements completed, Zoning, other	Jan 1, 2018
Installation of Utilities, Land Preparation, other	Apr 1, 2018
Construction of Phase I	Oct 1, 2018
Licensure, Soft Opening, Marketing, Stabilization	Apr 1, 2019
Construction of Phase II	Oct 1, 2019
Licensure, Soft Opening, Marketing, Stabilization	Apr 1, 2020
Construction of Phase III	Oct 1, 2020
Licensure, Soft Opening, Marketing, Stabilization	Apr 1, 2021

Overview of Geographic Location
of Imperial Proposed ALF

Attachment 5e

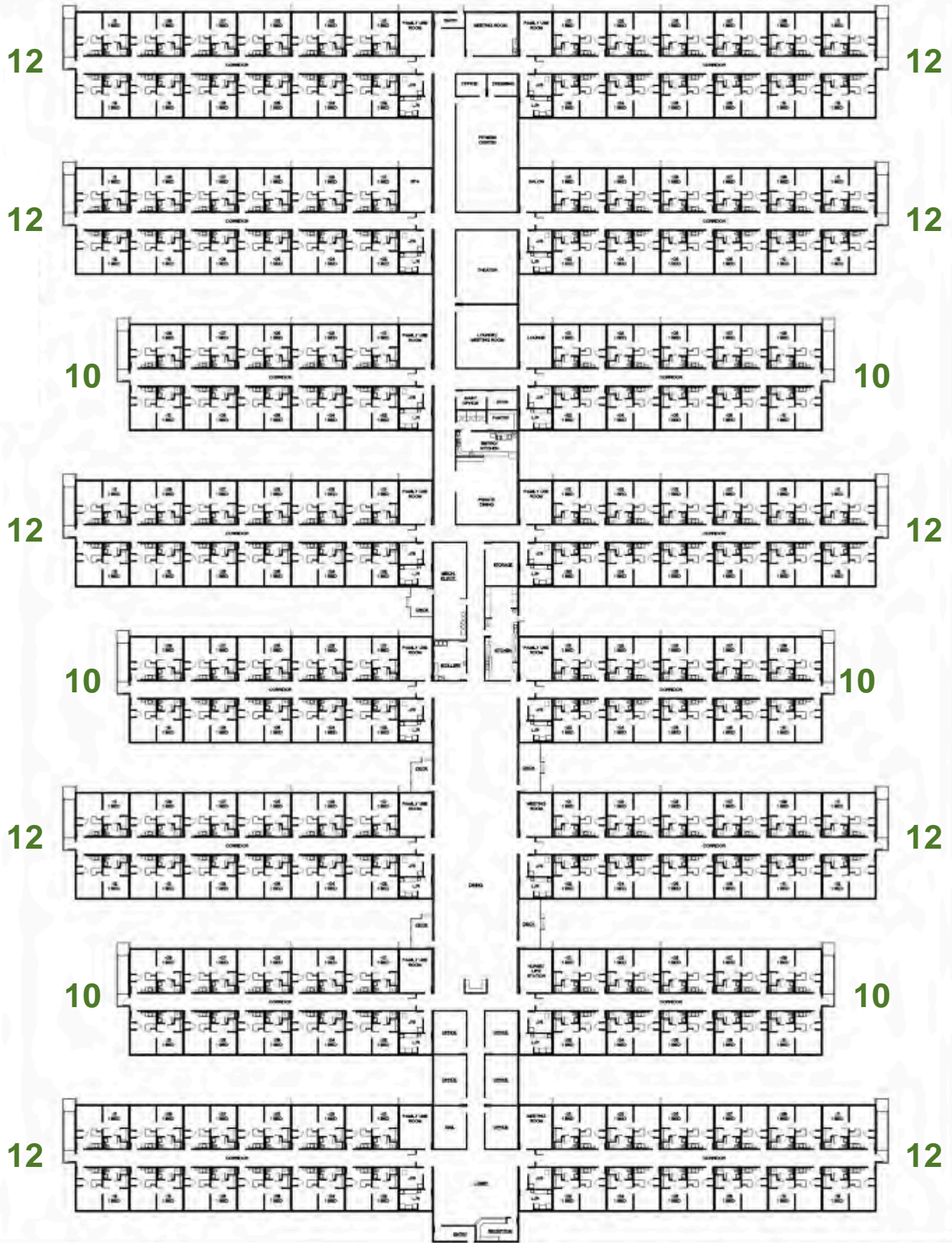


Site Plan



Schematic

Attachment 5g



beds per wing

all private rooms

From: Tom Piper <macquest@mac.com>
 Subject: Plans for Kimmswick ALF
 Date: June 28, 2017 at 4:38:24 PM CDT
 To: David East <david.east@dhss.mo.gov>

David:

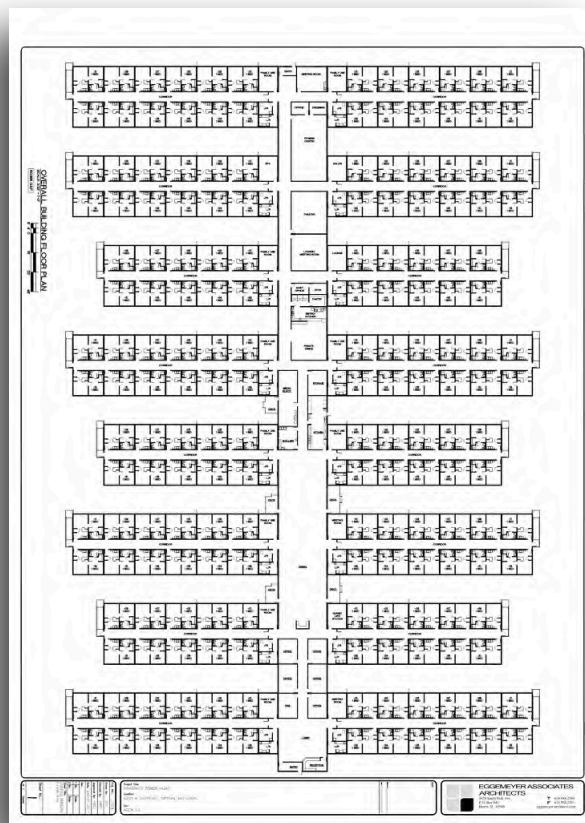
Please find attached a PDF version of the schematics for the proposed Kimmswick Senior Villa, a 180-Bed assisted living facility to be located in Imperial.

This information is provided to you as part of the Certificate of Need application process. Once approved, the actual working drawings will be sent to you for more careful examination.

Best Wishes,

Tom

Thomas R. Piper, CEO
 MacQuest Consulting, LLC
 1003 Boonville Road
 Jefferson City, MO 65109
 ph: 573-230-5350



GENERAL WARRANTY DEED

(Individual)

This Deed, Made and entered into this 3 day of February, 2003 by and between

Nelson C. Scherrer & or Assigns
13597 Hwy TT
Festus, mo 63028

GRANTOR

of the County of Jefferson State of MISSOURI party or parties of the first part, and

NCCR, LLC
PO Box 140
Imperial, MO 63052

GRANTEE

of the County of Jefferson State of MISSOURI party of the second part

WITNESSETH, that the said party or parties of the first part, for and in consideration of the sum of One Dollar and other valuable considerations paid by the said party or parties of the second part, the receipt of which is hereby acknowledged, does or do by these presents GRANT, BARGAIN AND SELL, CONVEY AND CONFIRM unto the said party or parties of the second part, the following described Real Estate, situated in the County of Jefferson State of Missouri, to wit: See! Exhibit A

ALSO KNOWN AND NUMBERED AS:

Subject to Building Lines, Covenants, Easements and Restrictions of record, if any

Legal Description

File No. 9-08150

Lot 1 of WINKLER ACRES, as shown by plat on file in the Recorder's Office of Jefferson County, Missouri in Plat Book 45 Page 14.

LESS AND EXCEPTING therefrom that portion conveyed to Robert D. Lee and wife by instrument recorded in Book 549 Page 523.

Nine (9) acres, more or less, being the part of the following described tract lying West of 1-55: All that part of the Southeast fractional quarter of the Southeast fractional quarter of Section 19, Township 42 North, Range 6 East, described as follows: Beginning at the Northwest corner of U.S. Survey No. 747, and running thence with the West line of said Survey, South 27 degrees 10' West, 233 feet to an iron pin marking the most Southern corner of a tract of 1.35 acres conveyed by Chester L. Snyder to Mrs. Florence L. McLoon and Mary A. McLoon, by deed dated December 8, 1925, recorded in Quit Claim Record Book 7 at Page 183 of the records in the Recorder's Office within and for Jefferson County, Missouri; thence North 6 degrees West 108.56 feet to a cross cut in bed rock and marking the Southeast corner of a tract of 48/100 of an acre conveyed by Chester L. Snyder to Mrs. Florence L. McLoon and Mary A. McLoon, by deed dated December 8, 1928, recorded in Quit Claim Record Book 7 at Page 185 of the aforesaid records; thence with the South line of said last mentioned tract, South 84 degrees West 47.3 feet to a stone corner with a cross mark on top marking the Southwest corner of said last mentioned tract; thence with the West line thereof North 6 degrees West 435.6 feet to a stone with a cross mark on top marking the most Northern corner of said last mentioned tract, which corner is located in the Southwest boundary line of a tract of 12.12 acres, conveyed by Chester L. Snyder to Mrs. Florence L. McLoon and Mary A. McLoon by deed dated December 8, 1928, recorded in Quit Claim Record Book 7 at Page 184 of the aforesaid records; thence with the Southwest line of said tract of 12.12 acres North 56 degrees West, 81.8 feet to a stone with a cross mark on top located in the West line of the Southeast fractional quarter of said Section 19 and marking the Southwest corner of said tract 12.12 acres; thence North with the West line of said tract 12.12 acres, being the West line of said Southeast quarter of said Section 19, 741.8 feet to a stone with a cross mark on top marking the Northwest corner of said tract of 12.12 acres and the most Western corner of a tract of 4.96 acres, conveyed by Chester L. Snyder to Mrs. Florence L. McLoon and Mary A. McLoon by deed dated December 8, 1928, recorded in Quit Claim Record Book 7 at Page 178 of the aforesaid records; thence with the North line of said last mentioned tract of 4.96 acres South 81 degrees 41' East 721.6' to a railroad rail sunk in the Earth for corner; thence South 41 degrees 10' East 522 feet to a point in the Northwest line of the right of way of the Frisco Railroad, which point marks the most Eastern corner of said tract of 4.96 acres; thence with said right of way line South 49 degrees 24' West 370.6' to a point of curve in said right of way line; thence with said right of way line on a curve of 3 degrees 52' to the left, 521' to an iron pin marking the most Southern corner of the tract of 12.12 acres herein above mentioned and located at the point where said right of way line intersects the North line of U.S. Survey No. 747, thence North 82 degrees 30' West with the North line of said Survey No. 747, 170' to the place of beginning, containing 18.92 acres, composed of the 4 individual tracts of 1.36 acres, 48/100 of an acre, 12.12 acres and 4.96 acres respectively, acquired by Mrs. Florence L. McLoon and Mary A. McLoon as tenants by the entirety, from Chester L. Snyder by the several deeds hereinabove mentioned, recorded in Quit Claim Record Book 7 at Pages 183, 184 and 178, respectively.

LESS AND EXCEPTING therefrom 0.88 of an acre conveyed by Missouri Portland Cement Company, a corporation to Harris R. Haycraft and wife by deed dated April 15, 1946 and recorded in Book 161 Page 588 of the Jefferson County Land Records.

ALSO LESS AND EXCEPTING therefrom that portion of said Real Estate conveyed by St. Louis San Francisco Railway Company, a Missouri Corporation by Warranty Deed dated December 21, 1943, recorded January 13, 1944 in Book 154 Page 336 of the Jefferson County Land Records.


ALSO, 2.616 acres being part of the East half of the Southwest quarter of Section 19, Township 42 North, Range 6 East, described as follows: Beginning at a stone in the East line of said East half of the Southwest quarter, located at a point 971.3 feet South of the Northeast corner thereof, which stone marks the Northwest corner of a tract of 18.92 acres in the Southeast quarter of said Section, which was conveyed by Florence L. McLoon and Mary A. McLoon to Eva Huck, by deed dated August 16, 1943, recorded August 16, 1943, in Book 154 Page 123 of the records in the Recorder's Office of Jefferson County, Missouri; proceed thence South with the East line of said East half of the Southwest quarter, 741.8 feet to a stone marking a corner of said tract of 18.92 acres above mentioned; thence North 81 degrees 41 minutes West 155.28 feet; thence North 741.8 feet; thence South 81 degrees 41 minutes East 155.25 feet to the place of beginning.

One and Six Tenths (1.6) acres being all of the following described real estate lying West of Interstate Highway 1-55 being part of the Southeast fractional quarter of section 19, Township 42 North, Range 6 East, to-wit: Beginning at a stone located in the Northwest right of way line of the Frisco Railroad, which stone marks the most Eastern corner of a tract of 4.96 acres, which was conveyed by Edward Naes and Lucille Naes, his wife, to Mary A. McLoon by deed dated August 29, 1919, recorded August 30, 1919, in Book 86 Page 226, of the records in the Recorder's Office of Jefferson County, Missouri; proceed thence Northeast with the Northwest right of way line of said Railroad, 350.4 feet to a stone; thence North 29 degrees 1/2 minutes West 367.3 feet to an iron pipe; thence North 38 degrees West 423.1 feet to an iron pipe; thence South 69 degrees 55 1/2 minutes West 464.4 feet to an iron pipe; thence South 36 degrees 41 minutes West 319.2 feet to an iron pipe in the North boundary line of the tract of 4.96 acres, which was conveyed by Edward Naes and wife to Mary A. McLoon as above mentioned; thence with said last mentioned boundary line, South 81 degrees 5 minutes East 457.1 feet to a R.R. Rail marking a corner of said tract; thence South 41 degrees 10 minutes East 522 feet to the place of beginning, containing 9.73 acres.

TO HAVE AND TO HOLD the same, together with all rights and appurtenances to the same belonging, unto the said party or parties of the second part, and to the heirs and assigns of such party or parties forever.

The said party or parties of the first part hereby covenanting that said party or parties and the heirs, executors, administrators and assigns of such party or parties, shall and will WARRANT AND DEFEND the title to the premises unto the said party or parties of the second part, and to the heirs and assigns of such party or parties forever, against the lawful claims of all persons whomsoever, excepting however, the general taxes for the calendar year 2003 and thereafter, and special taxes becoming a lien after the date of this deed.

IN WITNESS WHEREOF, the said party or parties of the first part has or have hereunto set their hand or hands the day and year first above written.


 Nelson C Scherrer

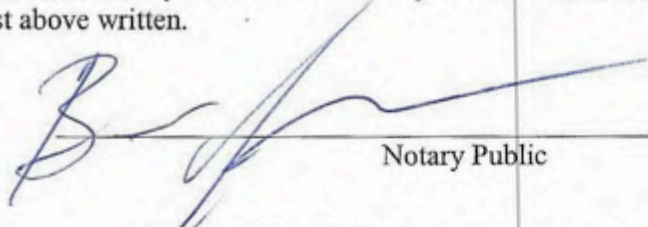
State of MISSOURI)

County of Jefferson) ss. On this 20 day of June, before
 me personally appeared

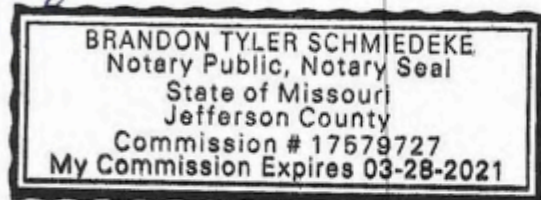
Nelson Scherrer

To me known to be the person or persons described in and who executed the foregoing instrument, and acknowledged that THEY executed the same as THEIR fee act and deed.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my official seal in the County and State aforesaid, the day and year first above written.


 Notary Public

My term expires: 3-28-2021



N. C. Scherrer Realty, Inc.

PO Box 40

Imperial, Missouri 63052

314-623-2914

Date: 06/01/2017

Re: 11 plus acres located in Imperial Mo

The value of the 11+ acres located in Imperial Mo. Owned by NCCR, LLC Legal to govern and is attached as Exhibit A.

The estimated value on 06/01/2017 is **\$2,700,000.00** which will be used in conjunction with the Kimmswick Senior Living, LLC, 180 Residential Care, proposed one bed room units.

N.C. Scherrer Realty, Inc.

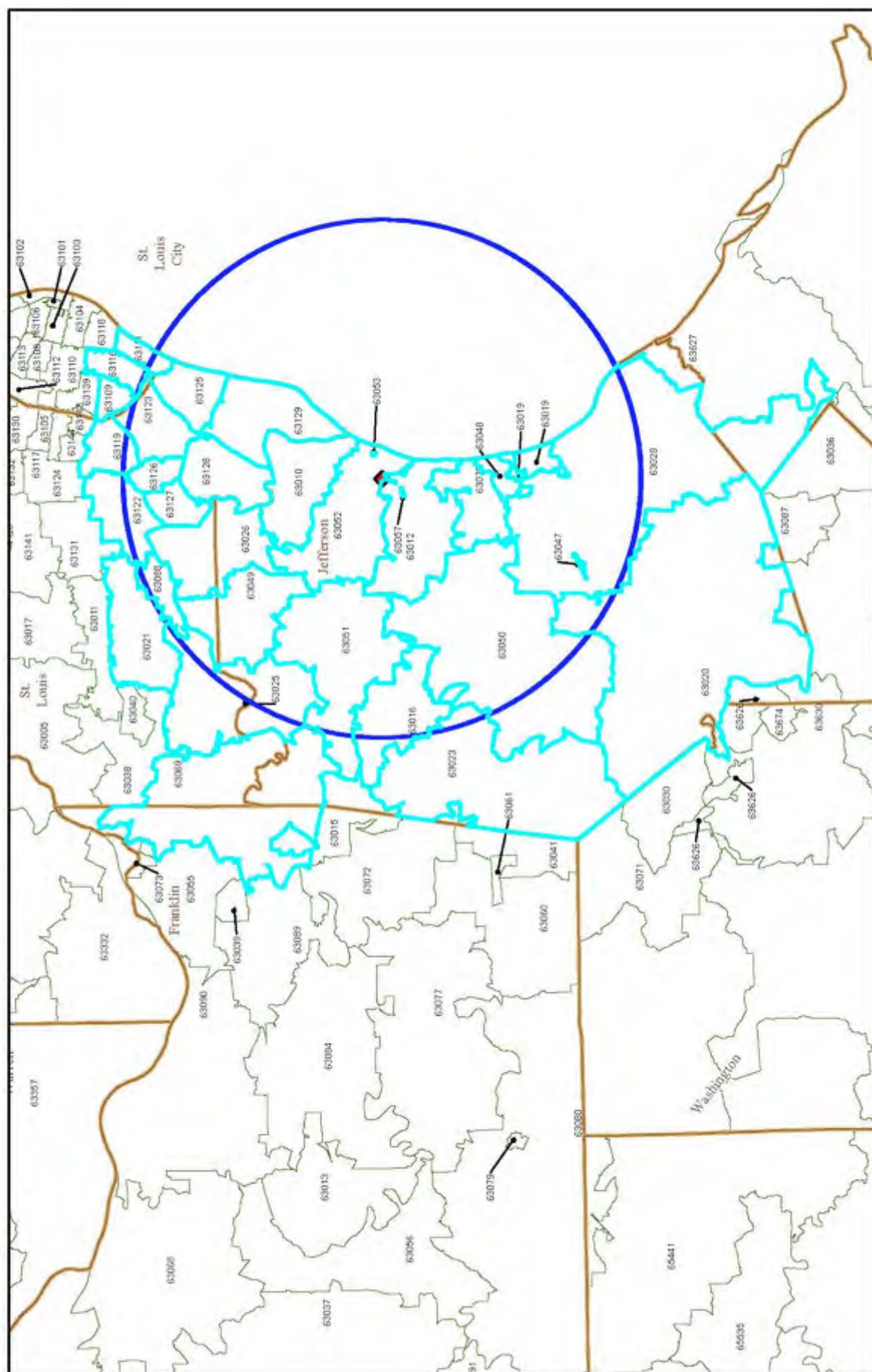
Nelson C Scherrer, Broker

CON 15 Mile Radius

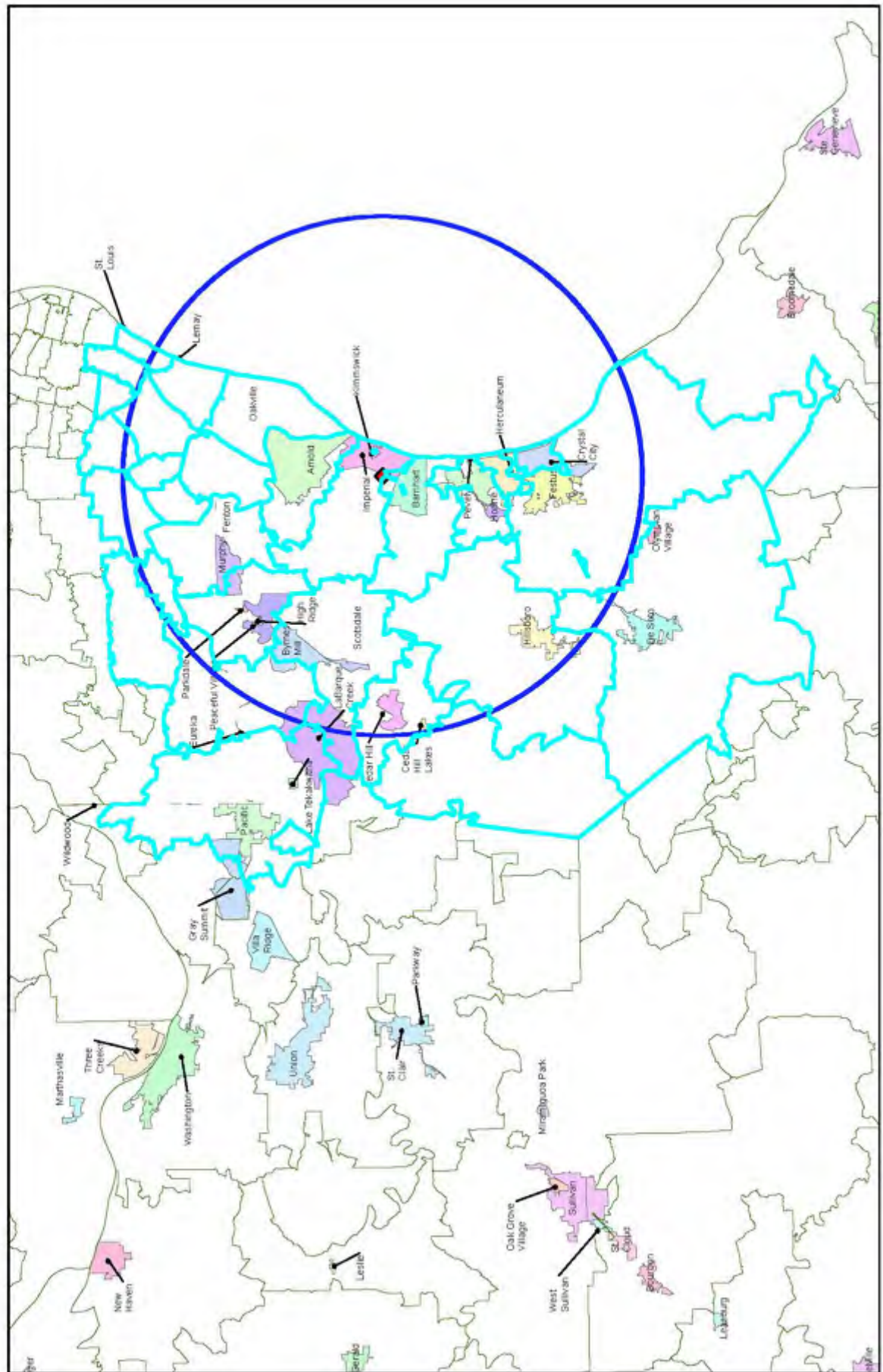
6225 W Outer RD, Imperial,
MO 63052

MO 63052

Lat : 38.359819 Long : -90.390466



CON 15 Mile Radius
 6225 W Outer RD, Imperial,
 MO 63052
 Lat : 38.359819 Long : -90.390466



2020 Population Projections for Imperial 63052

County Projections			
Zip	County	Total Pop	65+ Pop
63010	Jefferson	37,609	6,445
63012	Jefferson	10,431	1,173
63016	Jefferson	8,007	1,231
63019	Jefferson	4,959	871
63020	Jefferson	22,203	4,070
63021	St. Louis	56,397	7,766
63023	Jefferson	6,108	971
63025	St. Louis	15,468	1,911
63026	St. Louis	45,661	5,671
63028	Jefferson	29,435	5,555
63047	Jefferson	34	7
63048	Jefferson	3,888	857
63049	Jefferson	17,568	2,311
63050	Jefferson	17,853	2,823
63051	Jefferson	15,951	2,011
63052	Jefferson	30,393	3,331
63053	Jefferson	71	7
63057	Jefferson	68	78
63069	Franklin	16,896	2,514
63070	Jefferson	8,939	1,226
63088	St. Louis	8,481	1,400
63109	St. Louis City	27,097	4,231
63111	St. Louis City	20,699	2,695
63116	St. Louis City	44,294	5,464
63119	St. Louis	33,108	7,014
63122	St. Louis	38,461	7,845
63123	St. Louis	48,698	10,635
63125	St. Louis	31,327	6,965
63126	St. Louis	14,975	3,749
63127	St. Louis	4,904	1,678
63128	St. Louis	29,226	8,654
63129	St. Louis	53,186	9,482
TOTALS		702,395	120,641

Please note that the above list may contain cities that are in a zip code (63025, 63026, 63348, 64024, 64034, 64048, 64075, 64082, 64147) that is primarily, but not entirely, in a non-adjustment county (Jackson, Clay, St. Louis, and St. Charles counties or St. Louis city). The listed city itself is in a county that adjusts for population centers and should be taken into account as a population center for CON population projection purposes."

City Projections				
Zip	County	City	Total Pop	65+ Pop
63010	Jefferson	Arnold	21,801	3,823
63010	Jefferson	Imperial	4,947	642
63012	Jefferson	Barnhart	5,304	445
63012	Jefferson	Imperial	4,947	642
63016	Jefferson	Cedar Hill	1,732	210
63016	Jefferson	Cedar Hill Lakes	244	28
63019	Jefferson	Crystal City	5,083	1,022
63019	Jefferson	Herculaneum	4,369	858
63020	Jefferson	De Soto	6,562	1,293
63020	Jefferson	Hillsboro	3,598	359
63020	Jefferson	Olympian Village	788	56
63025	St. Louis	Byrnes Mill	2,949	311
63025	St. Louis	LaBarque Creek	1,682	230
63026	St. Louis	Murphy	8,413	1,207
63028	Jefferson	Crystal City	5,083	1,022
63028	Jefferson	Festus	12,815	2,172
63028	Jefferson	Herculaneum	4,369	858
63048	Jefferson	Herculaneum	4,369	858
63048	Jefferson	Pevely	6,321	683
63049	Jefferson	Byrnes Mill	2,949	311
63049	Jefferson	High Ridge	4,332	561
63049	Jefferson	Murphy	8,413	1,207
63049	Jefferson	Parkdale	159	41
63049	Jefferson	Peaceful Village	9	4
63050	Jefferson	Hillsboro	3,598	359
63051	Jefferson	Byrnes Mill	2,949	311
63051	Jefferson	LaBarque Creek	1,682	230
63051	Jefferson	Scotsdale	228	34
63052	Jefferson	Imperial	4,947	642
63052	Jefferson	Kimmswick	183	20
63053	Jefferson	Kimmswick	183	20
63057	Jefferson	Barnhart	5,304	445
63069	Franklin	Gray Summit	2,851	381
63069	Franklin	LaBarque Creek	1,682	230
63069	Franklin	Lake Tekakwitha	261	34
63069	Franklin	Pacific	7,741	1,088
63070	Jefferson	Herculaneum	4,369	858
63070	Jefferson	Horine	866	144
63070	Jefferson	Pevely	6,321	683

Address: 6225 W Outer Rd., Imperial, MO 63052

Bed Need Calculations

Attachment 8d

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	POPULATION				Project Number:			Project Address:							
2		Zip In Radius	Pop in Zip	City in Zip	City Pop	% of City in ZIP	City Pop in ZIP	Total Cities' Pop in Zip	Zip Pop W/O Cities' Pop	% of Zip Area in Radius	Zip Pop in Radius W/O Cities' Pop	% City in Zip & Radius	City Pop in Zip & Radius	Total Cities' Pop in Zip & Radius	Zip Pop w City Pop in Zip & Radius
3	1	63010	6,445	Arnold	3,823	100%	3,823	3,887	2,558	100%	2,558	100%	3,823	3,887	6,445
4				Imperial	642	10%	64					10%	64		
5	2	63012	1,173	Barnhart	445	100%	445	509	664	100%	664	100%	445	509	1,173
6				Imperial	642	10%	64					10%	64		
7	3	63016	1,231	Cedar Hill	210	100%	210	238	993	80%	794	100%	210	238	1,032
8				Cedar Hill Lakes	28	100%	28					100%	28		
9	4	63019	871	Crystal City	1,022	70%	715	801	70	100%	70	70%	715	801	871
10				Herculaneum	858	10%	86					10%	86		
11	5	63020	4,070	De Soto	1,293	100%	1,293	1,349	2,721	10%	272	0%	0	0	272
12				Hillsboro	359	0%	0					0%	0		
13				Olympian Village	56	100%	56					0%	0		
14	6	63021	7,766	n/a	0	0%	0	0	7,766	0%	0	0%	0	0	0
16	7	63023	971	n/a	0	0%	0	0	971	10%	97	0%	0	0	97
18	8	63025	1,911	Byrnes Mill	311	10%	31	54	1,857	50%	928	10%	31	54	983
19				LaBarque Creek	230	10%	23					10%	23		
20	9	63026	5,671	Murphy	1,207	70%	845	845	4,826	100%	4,826	70%	845	845	5,671
22	10	63028	5,555	Crystal City	1,022	10%	102	2,360	3,195	50%	1,598	10%	102	2,360	3,958
23				Festus	2,172	100%	2,172					100%	2,172		
24				Herculaneum	858	10%	86					10%	86		
25	11	63047	7	n/a	0	0%	0	0	7	100%	7	0%	0	0	7
27	12	63048	857	Herculaneum	858	80%	686	686	171	100%	171	80%	686	686	857
28				Pevely	683	0%	0					0%	0		
29	13	63049	2,311	Byrnes Mill	311	0%	0	606	1,705	100%	1,705	0%	0	606	2,311
30				High Ridge	561	100%	561					100%	561		
31				Murphy	1,207	30%						30%			
32				Parkdale	41	100%	41					100%	41		
33				Peaceful Village	4	100%	4					100%	4		
34	14	63050	2,823	Hillsboro	359	100%	359	359	2,464	70%	1,725	100%	359	359	2,084
36	15	63051	2,011	Byrnes Mill	311	90%	280	406	1,605	90%	1,445	90%	280	360	1,804
37				LaBarque Creek	230	40%	92					20%	46		
38				Scotsdale	34	100%	34					100%	34		
39	16	63052	3,331	Imperial	642	80%	514	534	2,797	100%	2,797	80%	514	534	3,331
40				Kimmswick	20	100%	20					100%	20		
41	17	63053	7	Kimmswick	20	0%	0	0	7	100%	7	0%	0	0	7
43	18	63057	78	Barnhart	445	0%	0	0	78	100%	78	0%	0	0	78
45	19	63069	2,514	Gray Summit	381	30%	114	1,271	1,243	0%	0	0%	0	0	0
46				LaBarque Creek	230	30%	69					0%	0		
47				Lake Tekakwitha	34	100%						0%			
48				Pacific	1,088	100%	1,088					0%	0		
49	20	63070	1,226	Herculaneum	858	0%	0	827	399	100%	399	0%	0	827	1,226
50				Horine	144	100%	144					100%	144		
51				Pevely	683	100%	683					100%	683		
52	21	63088	1,400	n/a	0	0%	0	0	1,400	100%	1,400	0%	0	0	1,400
54	22	63109	4,231	n/a	0	0%	0	0	4,231	0%	0	0%	0	0	0
56	23	63111	2,695	n/a	0	0%	0	0	2,695	30%	809	0%	0	0	809
58	24	63116	5,464	n/a	0	0%	0	0	5,464	0%	0	0%	0	0	0
60	25	63119	7,014	n/a	0	0%	0	0	7,014	20%	1,403	0%	0	0	1,403
62	26	63122	7,845	n/a	0	0%	0	0	7,845	40%	3,138	0%	0	0	3,138
64	27	63123	10,635	n/a	0	0%	0	0	10,635	90%	9,572	0%	0	0	9,572
66	28	63125	6,965	n/a	0	0%	0	0	6,965	100%	6,965	0%	0	0	6,965
68	29	63126	3,749	n/a	0	0%	0	0	3,749	100%	3,749	0%	0	0	3,749
70	30	63127	1,678	n/a	0	0%	0	0	1,678	100%	1,678	0%	0	0	1,678
72	31	63128	8,654	n/a	0	0%	0	0	8,654	100%	8,654	0%	0	0	8,654
74	32	63129	9,482	n/a	0	0%	0	0	9,482	100%	9,482	0%	0	0	9,482
76			120,641		24,322		14,733	14,733	105,908		66,989		12,067	12,067	79,056
77															
78	Rev. 05/2013												RCF/ALF Beds Needed:		1,976.4



County of Jefferson

State of Missouri

Administration Center
729 Maple Street · PO Box 100
Hillsboro, Missouri 63050

Attachment 9a

Ken Waller
County Executive

Telephone: 636-797-5400 Fax: 636-797-5506
Web Address: www.jeffcomo.org
E-mail: kwaller@jeffcomo.org

Missouri Health Facilities Review Committee
3418 Knipp Drive
P. O. Box 570
Jefferson City, MO 65102

RE: KIMMSWICK SENIOR VILLAS

Dear Mr. Scherrer,

I am the County Executive of Jefferson County. In that capacity, I have been interested in the needs and services of all the citizens of Jefferson County. Your plans to bring a 180 bed assisted living facility is certainly needed and welcomed. The location of the Kimmswick Senior Villas at 6225 W Outer Rd, Imperial, MO 63052, will be a great utilization of that site and another contribution to this community. Please let me know if I can further your efforts in support of these Villas.

We look forward to working with you.

Sincerely,

Kenneth B. Waller
County Executive

cc. Thomas R. Piper, CEO
MacQuest Consulting, LLC
1003 Boonville Road
Jefferson City, MO 65109
ph: 573-230-5350

Missouri Health Facilities Review Committee
3418 Knipp Drive
P. O. Box 570
Jefferson City, MO 65102

RE: KIMMSWICK SENIOR VILLAS

Dear Sir/Madame;

My name is Kirk Mooney and I am the Station manager of KJFF/J98 Radio in Jefferson County. In that capacity I have been interested in the needs and services of all the citizens of Jefferson County. Your plans to bring a 180 bed assisted living facility is certainly needed. The location of the Kimmswick Senior Villas at 6225 W Outer Rd, Imperial, MO 63052, will be a great utilization of that site and another contribution to this community. Please continue your efforts and let us know what we can do make it happen.

Our Radio Stations are always looking for ways to better serve the Seniors in our growing area, not just on the air through news and information, but with projects like this in Kimmswick.

We look forward to working with you.

Sincerely Yours;



cc. Thomas R. Piper, CEO
MacQuest Consulting, LLC
1003 Boonville Road
Jefferson City, MO 65109
ph: 573-230-5350

Nelson Sherer

June 28, 2017

Missouri Health Facilities Review Committee
3418 Knipp Drive
P. O. Box 570
Jefferson City, MO 65102

RE: KIMMSWICK SENIOR VILLAS

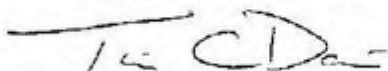
Dear Committee Members;

I am the Vice President of Small Business Lending for a well-respected Bank in Jefferson County, MO. In that capacity I have been interested in the needs and services of all the citizens of Jefferson County. Your plans to bring a 180 bed assisted living facility is certainly needed. The location of the Kimmswick Senior Villas at 6225 W Outer Rd, Imperial, MO 63052, will be a great utilization of that site and another contribution to this community. Please continue your efforts and let us know what we can do make it happen.

The aging population in Jefferson County deserves a safe, clean, and well-run assisted living facility. This facility should not only provide excellent support for its residents but one that is inviting and comfortable to those visiting their loved ones in Imperial, MO. I believe the proposed facility will not only be well received by the respective immediate community, but be a destination for seniors coming from other parts of the county.

We look forward to working with you.

Sincerely Yours;



Tim C Davis
Vice President
Small Business Lending
Bank in Jefferson County

cc. Thomas R. Piper, CEO
MacQuest Consulting, LLC
1003 Boonville Road
Jefferson City, MO 65109
ph: 573-230-5350

Nelson Scherrer

Missouri Health Facilities Review Committee
3418 Knipp Drive
P. O. Box 570
Jefferson City, MO 65102

RE: KIMMSWICK SENIOR VILLAS

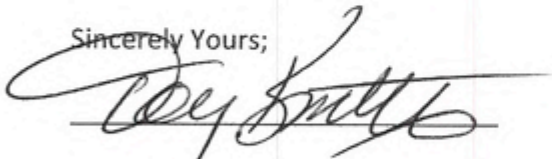
To Whom It May Concern;

I am a home builder Jefferson County. In that capacity I have been interested in the needs and services of all the citizens of Jefferson County. Your plans to bring a 180 bed assisted living facility is certainly needed. The location of the Kimmswick Senior Villas at 6225 W Outer Rd, Imperial, MO 63052, will be a great utilization of that site and another contribution to this community. Please continue your efforts and let us know what we can do make it happen.

Obviously, family members of these seniors like to be near their loved ones so they can be accessible to them if needed. With that need, I fully support your project and I am ready to fulfill the demand for housing this project would supply.

We look forward to working with you.

Sincerely Yours;



Tony Knittig

Country-TeK Homes, Inc.

cc. Thomas R. Piper, CEO
MacQuest Consulting, LLC
1003 Boonville Road
Jefferson City, MO 65109
ph: 573-230-5350

Nelson Scherrer



TRAVIS W.T. GRAFE
Also licensed in IL & OK

Travis@GBLawMO.com

SHANE BATCHELOR
Also licensed in Federal Court

Shane@GBLawMO.com

06/28/17

Missouri Health Facilities Review Committee
3418 Knipp Drive
P.O. Box 570
Jefferson City, MO 65102

RE: KIMMSWICK SENIOR VILLAS

To Whom It May Concern:

My name is Travis W.T. Grafe and I am a local attorney here in Jefferson County. In that capacity, I am interested as well as represent the needs and services of various citizens of Jefferson County. Your plans to bring a 180 bed assisted living facility is certainly needed. The location of the Kimmswick Senior Villas at 6225 W. Outer Road in Imperial, MO, will be a great utilization of that site and another contribution to this fine community. Please continue your efforts and let us know what we can do to make this happen.

We look forward to working with you for a better Jefferson County-

Respectfully,

Travis W.T. Grafe
GRAFE & BATCHELOR, P.C.

cc: Nelson Scherrer

DIVIDER III: Community Need Criteria and Standards

DIVIDER III: Community Need Criteria and Standards

Document the following, if applicable:

1. For ICF/SNF beds, address the population-based bed need methodology of fifty-three (53) beds per one thousand (1,000) population age sixty-five (65) and older.

(not applicable)

2. For RCF/ALF beds, address the population-based bed need methodology of twenty-five (25) beds per one thousand (1,000) population age sixty-five (65) and older.

The population data provided by the Department of Health and Senior Services was included in Divider II. The percentage adjustments by the applicant to accommodate zip code population inside the 15-mile radius were also included in Divider II.

An inventory of existing and approved RCF and ALF facilities inside the 15-mile radius is provided (see *Attachment 10a*), as well as a map showing the location of these facilities (see *Attachment 10b*). Based on this data, there is a 368-bed unmet need for RCF/ALF beds in the 15-mile radius for the year 2020 as follows:

$$\text{Unmet Need} = (25 \times P) - U$$

Where:

25 = RCF/ALF need rate per 1,000 population age 65+

P = Year 2020 population in the 15-mile radius

U = Number of existing and approved beds in 15-mile radius

$$\text{Unmet Need} = (0.025 \times 79,056) - 1,608 = 368 \text{ bed surplus}$$

3. Document any alternate need methodology used to determine the need for additional beds such as LTCH, Alzheimer's, mental health or other specialty beds.

(not applicable)

4. For any proposed facility which is designed and operated exclusively for persons with acquired human immunodeficiency syndrome (AIDS), provide information to justify the need for the type of beds being proposed.

(not applicable)

5. If the project is to add beds to an existing facility, has the facility received a Notice of Noncompliance within the last 18 months as a result of a survey, inspection or complaint investigation? If the answer is yes, explain.

(not applicable)

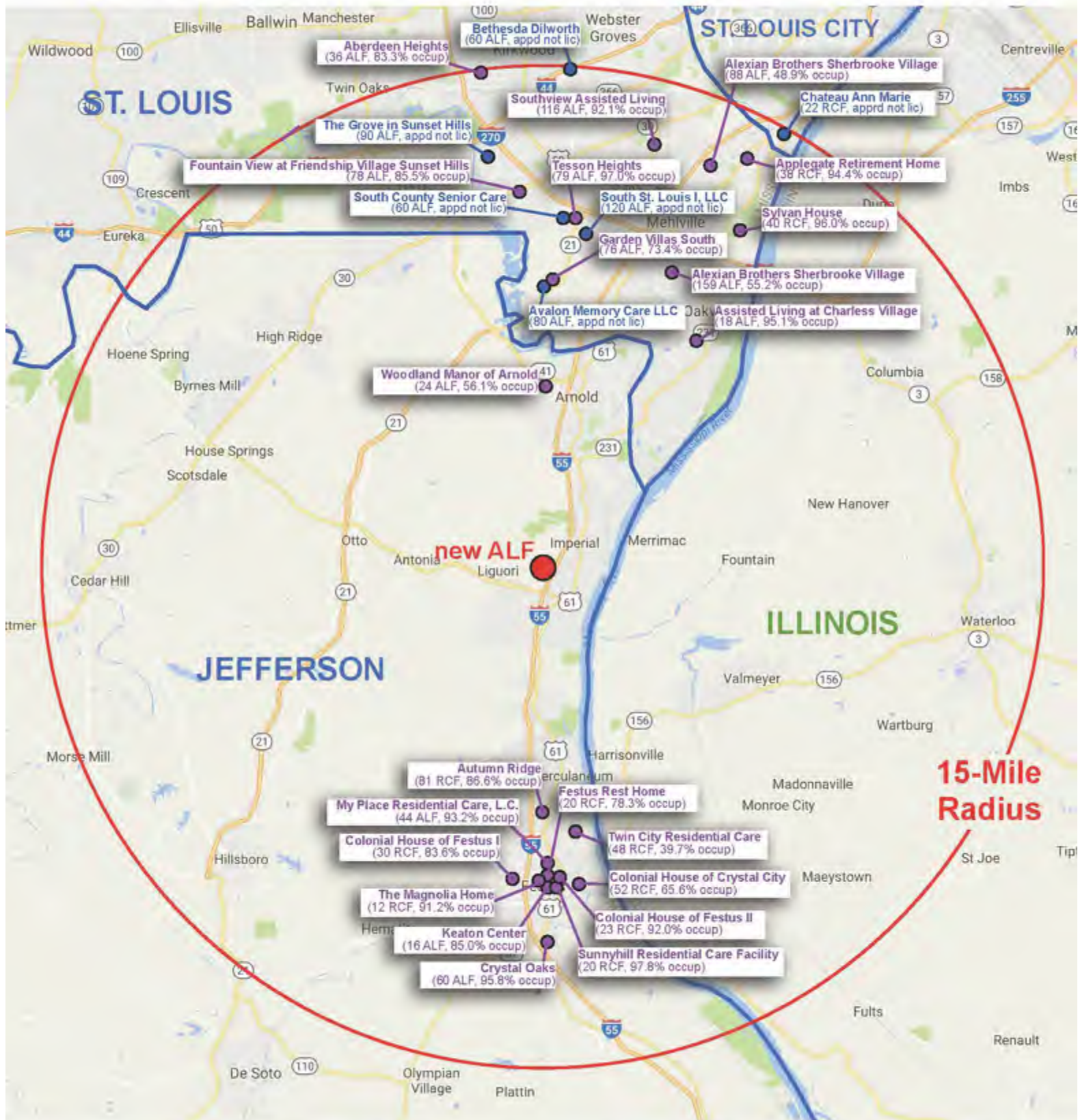
DIVIDER III: Attachments

Inventory of Residential Care and Assisted Living Facilities in the 15-Mile Radius around proposed ALF in Imperial 63052

County	Facility Name	Address	City	Zip	ALF	RCF	Total	AVG
Jefferson	Woodland Manor of Arnold	100 Woodland Court	Arnold	63010	24	0	24	56.1%
Jefferson	Colonial House of Crystal City	26 Mississippi Ave	Crystal City	63019	0	52	52	65.6%
Jefferson	Twin City Residential Care	#1 Holding Lane	Crystal City	63019	0	48	48	39.7%
Jefferson	Baisch Nursing Center	3260 Baisch Dr	Desoto	63020	0	18	18	80.0%
Jefferson	My Place Too	1107 Clarke St	Desoto	63020	0	47	47	91.9%
Jefferson	Sunnyhill Independence Center	3343 Armbruster Road	Desoto	63020	32	0	32	81.1%
Jefferson	Villas - A Stonebridge Community, The	1550 Villas Dr	Desoto	63020	0	80	80	30.8%
Jefferson	Colonial House of Festus I	500 Sunshine Dr	Festus	63028	0	30	30	83.6%
Jefferson	Colonial House of Festus II	129 Gray St	Festus	63028	0	23	23	92.0%
Jefferson	Crystal Oaks	1500 Calvary Church Rd	Festus	63028	60	0	60	95.8%
Jefferson	Festus Rest Home	705 Moore St	Festus	63028	0	20	20	78.3%
Jefferson	Keaton Center	120 North Mill St	Festus	63028	16	0	16	85.0%
Jefferson	Magnolia Home, The	204 Grand Ave	Festus	63028	0	12	12	91.2%
Jefferson	My Place Residential Care, L.C.	23 North Sixth St	Festus	63028	44	0	44	93.2%
Jefferson	Sunnyhill Residential Care Facility	134 Gray St	Festus	63028	0	20	20	97.8%
Jefferson	Autumn Ridge	300 Autumn Ridge Dr	Herculaneum	63048	0	81	81	86.6%
St Louis City	Chateau Ann Marie	7700 Minnesota Ave	St. Louis	63111	0	22	22	0%
St Louis	Aberdeen Heights	505 Couch Ave	Kirkwood	63122	36	0	36	83.3%
St Louis	Bethesda Dilworth	1213 Berry Road	St Louis	63122	60	0	60	0%
St Louis	Southview Assisted Living	9916 Reavis Rd	Affton	63123	116	0	116	92.1%
St Louis	Alexian Brothers Sherbrooke Village	4005 Ripa Ave	St Louis	63125	88	0	88	48.9%
St Louis	Applegate Retirement Home	1204 Telegraph Rd	St Louis	63125	0	38	38	94.4%
St Louis	Sylvan House	30 Sherman Rd	St Louis	63125	0	40	40	96.0%
St Louis	Fountain View at Friendship Village Sunset Hills	12509 Village Circle Drive	St Louis	63127	78	0	78	85.5%
St Louis	The Grove in Sunset Hills	14420-11480 Rott Road	Sunset Hills	63127	90	0	90	0%
St Louis	Avalon Memory Care LLC	5322 Butler Hill Road	St Louis	63128	60	0	60	0%
St Louis	Garden Villas South	13457 Tesson Ferry Road	St Louis	63128	76	0	76	73.4%
St Louis	South County Senior Care	10070 Kennerly Road	St. Louis	63128	80	0	80	0%
St Louis	South St. Louis I, LLC	4948 Mattis Road	St. Louis	63128	120	0	120	0%
St Louis	Tesson Heights	12335 West Bend Dr	St Louis	63128	79	0	79	97.0%
St Louis	Assisted Living at Charless Village	5943 Telegraph Rd	St Louis	63129	18	0	18	95.1%
TOTAL					1,077	531	1,608	

(information compiled March 25, 2017, based on information acquired from the Department of Health and Senior Services including quarterly licensed (including unavailable beds) occupancy rates for 2Q15 <Apr. 1 - Jun. 30, 2015> through 3Q16 <Jul. 1 - Sep. 30, 2016> in right columns. Certificate of Need approved, but not yet licensed, facilities and beds are shown in **bolded-blue** text.

15-Mile Service Area for Imperial 63052 CON RCF/ALF Need Analysis



new Imperial ALF: 1,976 need - 1,608 supply = 368 bed unmet need

DIVIDER IV: Financial Feasibility Criteria and Standards

DIVIDER IV: Financial Feasibility Criteria and Standards

Document the following, if applicable:

- 1. Document that the proposed costs per square foot are reasonable when compared to the latest “RS Means Construction Cost data”.**

Actual new construction cost is \$77.15 per square foot (see *Attachment 4c*), which is far less than the 3/4 percentile of \$165.77 per square foot for RS Means for the St. Louis area (see *Attachment 11a*).

- 2. Document that sufficient financing is available by providing a letter from a financial institution or an auditors statement indicating that sufficient funds are available.**

A letter of definite interest from the Midwest Regional Bank demonstrates loan commitment (see *Attachment 11b*).

- 3. Provide Service-Specific Revenues and Expenses (Form MO 580-1865) for the latest three (3) years, and projected through three (3) years beyond project completion.**

Since this is a new facility, there is are projections for the full years of 2019 to 2021 (see *Attachment 11c*).

4. Document how patient charges were derived.

Charges are based on extensive experience of the Applicant in numerous other long-term care facilities currently in operation in Missouri, and localized for this specific area.

5. Document responsiveness to the needs of the medically indigent.

Because this is a full-function assisted living facility which will not be eligible for public reimbursement such as Medicare or Medicaid, there are other provisions for discounted services. Provisions will be made to allow residents to relocate to more affordable apartments, including the option to share an apartment, and assistance will be provided in securing other benefits to offset rising costs. Third-party providers will be utilized when Medicare or Medicaid services are available per physician order. Residents with limited resources will also be referred to other services who provide indigent care.

Interested persons were also notified of this application via newspaper Public Notice in the June 29 2017, edition of the Arnold-Imperial Leader (see *Attachment 11d*).

6. For a proposed new skilled nursing or intermediate care facility, what percent of your admissions would Medicaid eligible on the first day of admission or become Medicaid eligible within 90 days of admission?

(not applicable)

7. For an existing skilled nursing or intermediate care facility proposing to add beds, what percent of your admissions is Medicaid eligible on the first day of admission or becomes Medicaid eligible within 90 days of admission?

(not applicable)

DIVIDER IV: Attachments

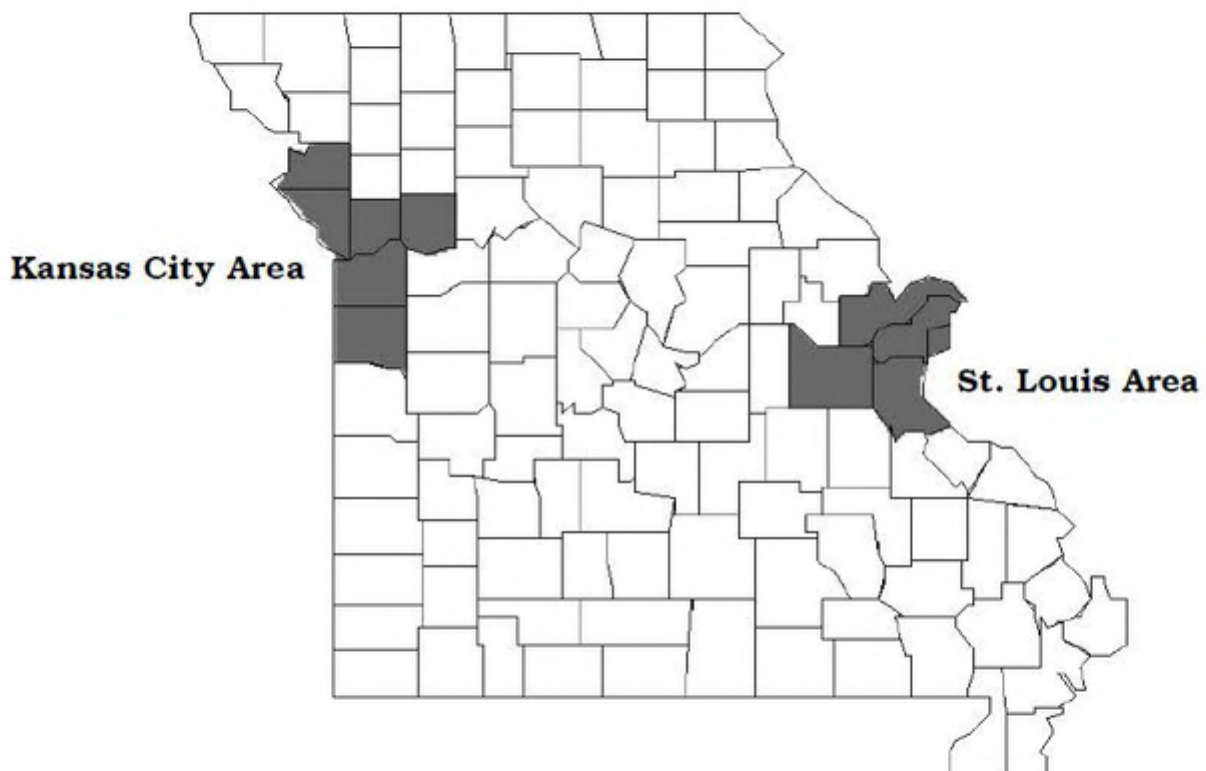
RS Means Cost Data

RS Means Cost Data Percentile Limits Total New Construction Project Costs*

Source: 2017 RS Means Building Construction Cost Data

<u>Type of Facility</u>	<u>Percentile</u>	<u>St. Louis Area</u>	<u>Kansas City Area</u>	<u>Other Missouri Area</u>
Hospital	3/4	371.21	374.13	351.86
Cost Per Sq. Ft.	Median	366.12	369.00	347.04
Nursing Home/ Assisted Living Facility**	3/4	165.77	167.08	157.13
Cost Per Sq. Ft.	Median	127.13	128.13	120.50

***For 2017, nursing homes and assisted living facilities were combined into one cost per square foot.*



* Renovation costs should not exceed 70% of total new construction project costs.



MIDWEST
REGIONAL BANK

Attachment 11b

June 27, 2017

Delivered VIA Email to Nelson Scherrer: Chase4415@att.net

Nelson C Scherrer
13597 Hwy TT
Festus, Mo. 63028
314-402-1284

Regarding: Kimmswick Senior Living, LLC

To Whom It May Concern,

Midwest Regional Bank is currently working with Kimmswick Senior Living, LLC and its owners to finance an Eighteen Million (\$18MM) senior living facility. This project will consist of several stages for a total of 180 one bed unit residential care facility in Imperial Missouri.

Please contact me with additional questions.

Sincerely,

Peter Birkes
Area President
Midwest Regional Bank
1913 Richardson Rd
Arnold MO 63010
Ph 636-741-5936

page 52 of 55

363 Festus Centre Drive

Festus, MO 63028

(636) 937-5351

www.mwrbank.com



Member FDIC

**SERVICE-SPECIFIC REVENUES AND EXPENSES****Project Title:** Kimmswick Senior Villas**Project #:** 5485 RS**Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion**

Use an individual form for each affected service with a sufficient number of copies of this form to cover entire period, and fill in the years in the appropriate blanks.

	Year		
	<u>2019</u>	<u>2020</u>	<u>2021</u>
Amount of Utilization:*	<u>52,560</u>	<u>55,840</u>	<u>59,130</u>
Revenue:			
Average Charge**	\$160	\$165	\$170
Gross Revenue	\$8,409,600	\$9,213,600	\$10,052,100
Revenue Deductions	0	0	0
Operating Revenue	<u>8,934,400</u>	<u>9,213,600</u>	<u>10,052,100</u>
Other Revenue	0	0	0
TOTAL REVENUE	<u>\$8,934,400</u>	<u>\$9,213,600</u>	<u>\$10,052,100</u>
Expenses:			
Direct Expenses			
Salaries	4,336,200	4,422,900	4,511,400
Fees	900,700	932,600	953,900
Supplies	1,501,100	1,554,400	1,589,800
Other	300,200	310,900	317,800
TOTAL DIRECT	<u>\$7,038,200</u>	<u>\$7,220,800</u>	<u>\$7,372,900</u>
Indirect Expenses			
Depreciation	688,500	688,500	688,500
Interest***	195,000	195,000	195,000
Rent/Lease	0	0	0
Overhead****	478,400	486,100	549,800
TOTAL INDIRECT	<u>\$1,361,900</u>	<u>\$1,369,600</u>	<u>\$1,433,300</u>
TOTAL EXPENSES	<u>\$8,400,100</u>	<u>\$8,590,400</u>	<u>\$8,806,200</u>
NET INCOME (LOSS):	<u>\$534,300</u>	<u>\$623,200</u>	<u>\$1,245,900</u>

*Utilization will be measured in "patient days" for licensed beds, "procedures" for equipment, or other appropriate units of measure specific to the service affected.

**Indicate how the average charge/procedure was calculated.

***Only on long term debt, not construction.

****Indicate how overhead was calculated.



The public notice should soon be posted in the Arnold-Imperial Leader (*or other local*) newspaper

TO: CLASSIFIED EDITOR

published June 29, 2017

Leader Publications
503 N. Second St.,
Festus MO63028

nvrweakly@aol.com
633-931-7560

PLEASE PROVIDE A CERTIFICATION OF DATE AND TIME THIS WAS PUBLISHED, TO

NELSON SHERER chase4415@att.net

NOTICE

“Kimmswick Senior Villas plans to establish a 180-bed assisted living facility at 6225 W Outer Rd, Imperial, MO 63052, pending certificate of need approval of their \$18,000,000 application from the Missouri Health Facilities Review Committee.

This application (Project No. 5485 RS) will be filed on or before June 30, 2017.”

END of
CERTIFICATE OF NEED APPLICATION

Kimmswick Senior Villas

new 180-Bed Memory Care and Assisted Living Facility

Project #5485 RS

